# Uralkali: A Leader in the Global Potash Market

## **Investor Presentation**

**April 2013** 

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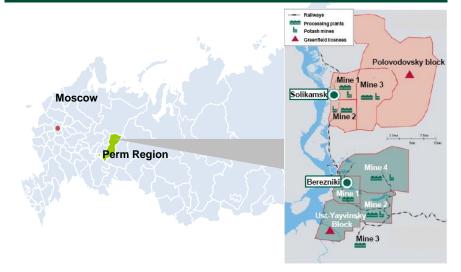
### Uralkali at a Glance



#### Leadership and Growth

- Leader in potash production
  - 2013 capacity –13 mln tonnes<sup>1</sup>
  - 2012 sales 9.4 mln tonnes of KCI
- Leader in the potash export market<sup>2</sup>
- Lowest cost producer
  - Unit cash COGS FY2012 US\$62 per tonne
- Experienced management team
- Commitment to high standards of corporate governance and sustainability

#### **Production Assets**



- 5 potash mines
- 6 potash producing plants + 1 carnallite plant
- 2 greenfield licences

Potash pure play global leader with unique fundamentals

2. Through all Uralkali traders

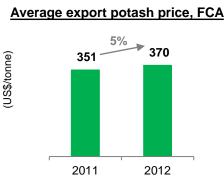
### Key Financial Highlights – FY 2012

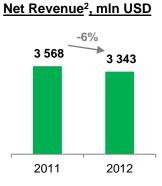


#### **Key Figures**

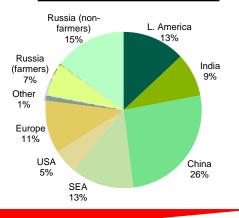
	IFRS	Pro-forma	Change
<u>(</u> US\$ mln)	FY 2012	<b>FY 2011</b> <sup>1</sup>	%
Sales volume, mln tonnes	9.4	10.6	-12%
- Domestic sales	2.1	1.9	11%
Sales for local consumption	0.6	0.6	
- Export sales	7.3	8.8	-17%
Revenue	3 950	4 203	-6%
Net Revenue <sup>2</sup>	3 343	3 568	-6%
EBITDA <sup>3</sup>	2 375	2 488	-5%
EBITDA margin <sup>4</sup> , %	71%	70%	
Net Profit	1 597	1 527	5%
CAPEX	426	444	
incl. Expansion	208	247	

#### Key Highlights<sup>1</sup>

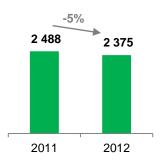




#### 2012 Uralkali Sales Structure



#### EBITDA<sup>3</sup>, mln USD



#### Solid results despite challenging market environment

#### Notes:

- 1. 2011 figures are given on a pro-forma basis
- 2. Net revenue represents adjusted revenue (sales net of freight, railway tariff and transshipment costs)
- 3. EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses, without adjustment on income from reverse of reserve in amount of US\$54.7 mln
- 4. EBITDA margin is calculated as EBITDA divided by Net revenue

### A Strategy to Deliver Future Growth

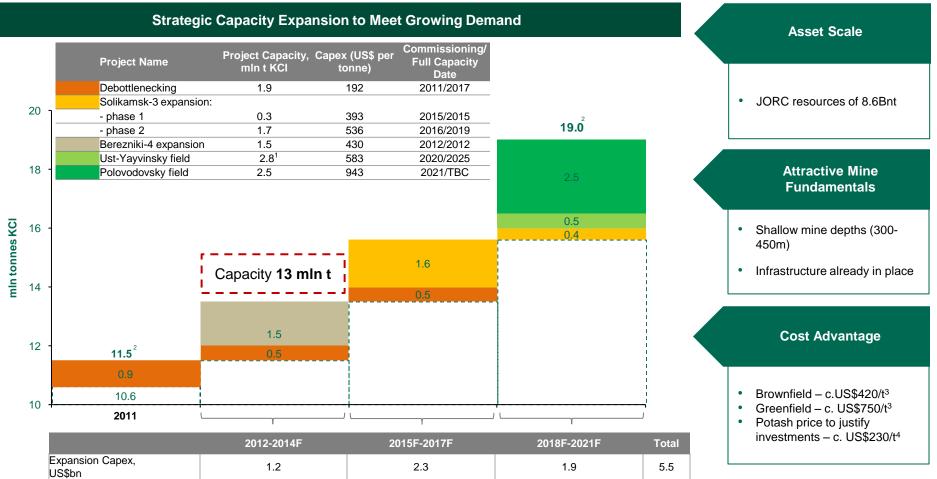


1 Pure-potash focus and industry leadership	<ul> <li>Focus on potash – nutrient which represents strongest investment story across fertilizer sector</li> <li>Aspire to strengthen leading global position supporting sustainable developments to global food supply</li> </ul>
2 Capacity expansion to meet growing demand	<ul> <li>Value accretive investment program to selectively expand production capacity</li> <li>Strategy of matching supply to demand</li> </ul>
Robust capital structure	<ul> <li>Retain robust capital structure (net debt: LTM EBITDA - 1.0x-2.0x)</li> <li>Maximize shareholder return through balanced approach to investing in organic growth and return of excess liquidity</li> </ul>
Maximize efficiency through competitive cost position	<ul> <li>Maintain and enhance position as one of the lowest cost potash producers globally</li> <li>Continuous improvements in operational efficiency and realization of synergies from combination with Silvinit</li> </ul>
Focus on people and communities	<ul> <li>Position Company as employer of choice amongst CIS mining companies</li> <li>Labor safety / employee development / community development</li> </ul>
Promoting environmental safety	<ul> <li>Delivering value whilst operating in a socially responsible manner</li> <li>Minimization of environmental impact of our operations</li> </ul>
Leading corporate governance standards	<ul> <li>Principles of openness, transparency and risk mitigation for all stakeholders</li> <li>Continuous improvement in our leading corporate governance standards</li> </ul>

Clear strategic roadmap to drive longer term value creation and capital discipline

### **Expansion Programme**





For more details on Uralkali's expansion programme please visit www.uralkali.com/expansion programme/

#### Sustaining long-term leadership on the most cost effective basis in the industry

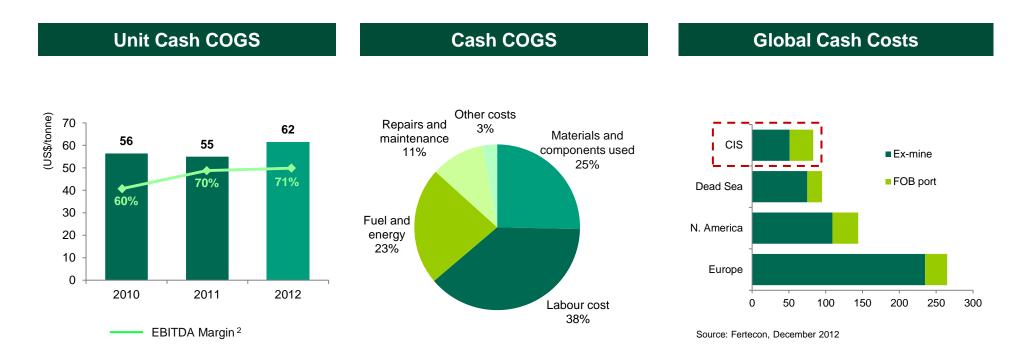
Note:

2.

- 1. Including 0.5 mln tonnes of additional capacity and 2.3 million tonnes of new capacity that will substitute the depleting capacity of Berezniki-2 mine
  - Capacity is given as of the year end
- 3. Weighted Average Cost
- 4. Required Rate of Return 15%

### **Review of Cost Structure FY 2012<sup>1</sup>**





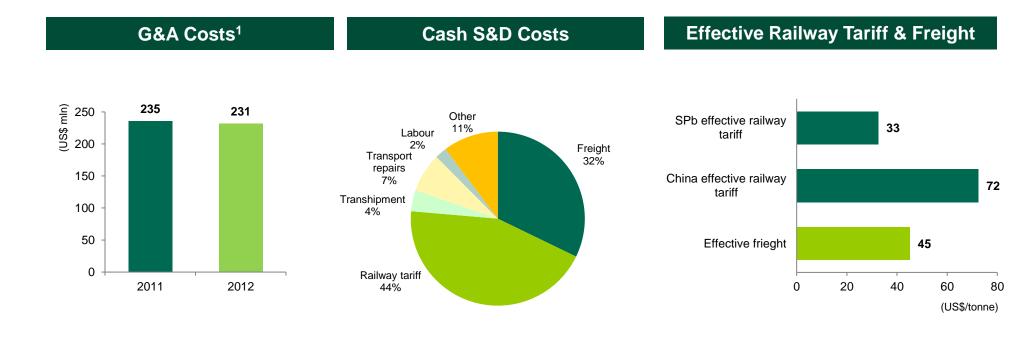
Sustaining lowest cash costs across the industry

- 1. 2011 figures are given on a pro-forma basis
- 2. EBITDA margin is calculated as EBITDA divided by Net Sales

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### Review of Cost Structure FY 2012 (2 of 2)

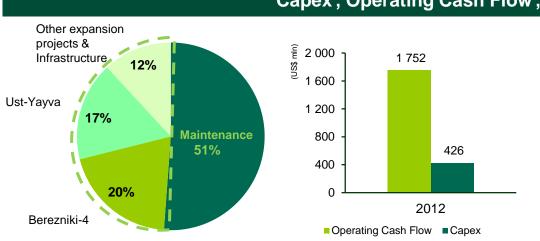




Global cost leadership through optimization and delivery of synergies

### Capex, Cash Flow, Balance Sheet FY 2012





#### Capex, Operating Cash Flow, Balance Sheet

(US\$ mln)	31 Dec'12	
Debt (bank loans)	3 926	
Cash	1 669	
Net debt/(cash)	2 257	
EBITDA	2 375	
Net Debt / LTM EBITDA	0.95x	

· Loan portfolio parameters as of Mar'12E:

• c.100% of debt exposure is in US Dollars

- Effective interest rate as of 31 Dec 2012 3.6%
- Target Net Debt/LTM EBITDA ratio of 1.0–2.0x

#### **Dividends and Buy-back update**

Dividends for 2012:

#### • Buy-back:

Interim – c. US\$ 0.77 per GDR

FY 2012 – c. US\$ 0.62 <sup>2</sup> per GDR

(recommended by the BoD on 10 Apr'13)

Dividend payout: ~50%

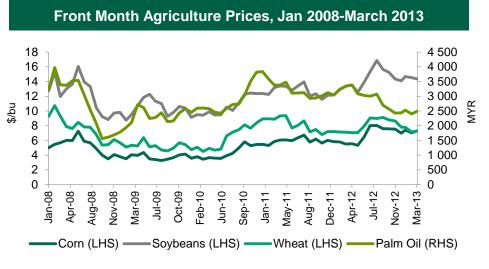
- 13 Nov'12: approval in the max amount US\$1.6bln, valid till Nov'13
- c. US\$320.8 mln completed to date; effective buyback price <sup>3</sup> - US\$36.8/GDR

#### Robust capital structure, stable cash-flow generation, attractive dividend policy

- Note: 1. EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses, without adjustment on income from reverse of reserve in amount of US\$54.7 mln
  - 2. According to the exchange rate as of 10 April 2013, 1 USD=31.2086 RUB.
  - 3. Average buyback price calculated as total value acquired divided by total number of GDRs and shares (converted to GDRs at 5:1)

### Crop prices and fundamentals remain mostly supportive...





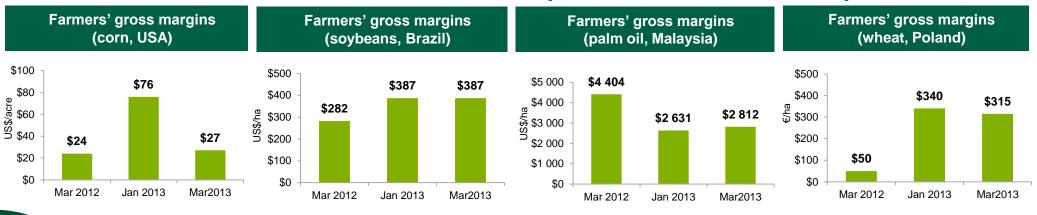
30% 25% 20% 15% 10% 5% 0% Total Grains 2012/2013 10-year-average

Global Stocks-to-Use Ratios are Below Long-Term Averages

Source: USDA's WASDE report, Citi

Source: Bloomberg

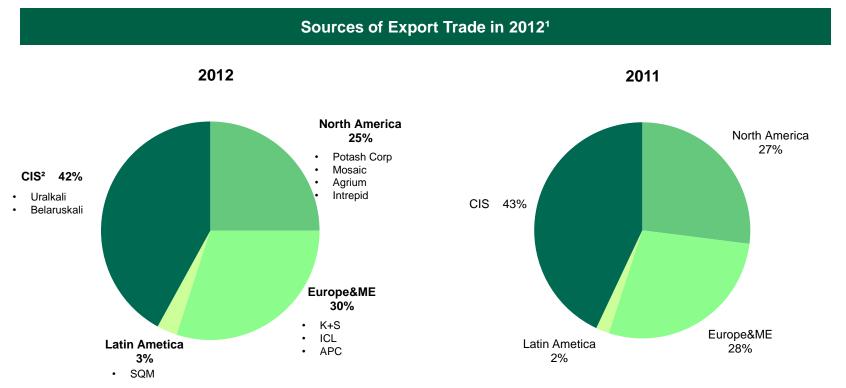
#### ..and still favourable farmers' economics is expected to drive increased potash demand



Source: BPC Economic Calculator

### Uralkali in global potash export 2012





- In the absence of China contract for 2H/12 and India contract for FY 2012/2013, 2012 was marked by tough competition between suppliers in spot markets which led to redistribution of their market shares
- Some smaller suppliers increased their market shares in world potash export compared to previous year while offering higher leverage to potash prices

Source: IFA, Companies' reports, Uralkali

Note:

- 1. Excluding Canadian potash export to the United States
- 2. Including Uzbekistan with market share 0.6%

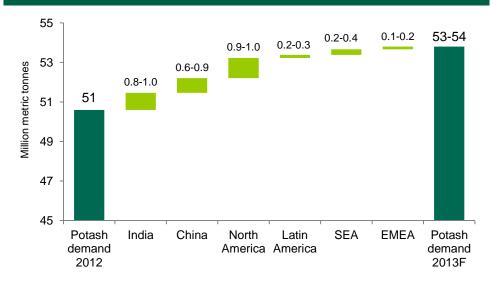
### **Potash Market is Recovering**





Supply/Demand Dynamics 2001-2013F

Rebound in potash demand 2013F



Source: IFA, Uralkali estimates

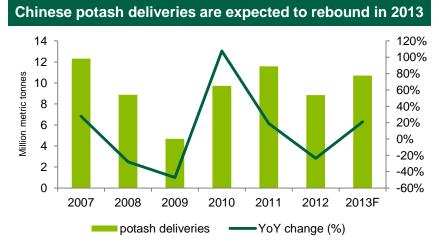
- Potash demand is recovering following the fall seen in Q4 2012, driven by both the contract settlements with China and India and solid returns that farmers are enjoying
- Global potash sales are expected to climb 5-7% yoy to 53-54 Mtpa in 2013. India, China and North America are expected to be the main drivers behind rebound in world potash demand in 2013

Source: IFA, Uralkali estimates

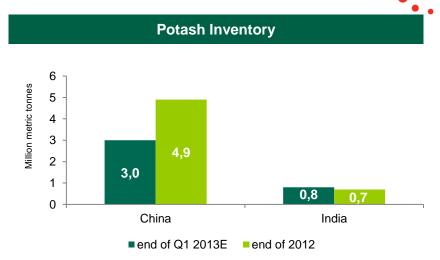
### **Market update: India and China**



Source: IFA, Uralkali estimates



Source: IFA, Uralkali estimates



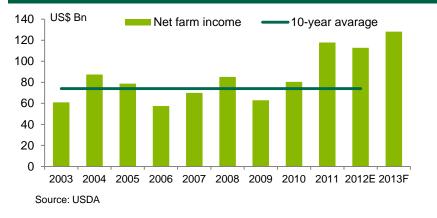
Source: BPC/UKT estimates

- The resumption of contract shipments to China and India helped to restore market confidence
- Indian potash demand continues to be impacted by changes in retail pricing and subsidy policy. Continuing imbalance in nutrient application is contributing to lower crop yields in India
- In 2013, imports to India is expected to increase up to 4 mln t from last year's depressed levels
- China has contracted 3.1 Mtpa for 1H/13, up from 2.1 Mtpa in 1H/212. 2013 potash demand expectation is in the range of 10.5-10.7 Mtpa
- Potash inventories in China have depleted driven by buying activity for spring application. India stockpiles are estimated to have stood at healthy level as of end Q1/13

### Market update: Brazil and North America



#### 2013 US farm income is expected to be the highest since 1973

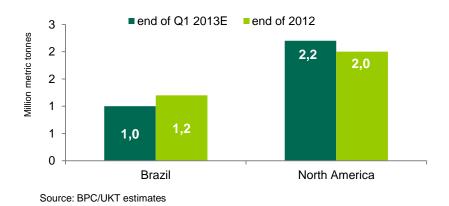


Brazilian potash imports will remain strong in 2013<sup>1</sup>

<sup>1</sup> Import volumes forecast is based on arrivals

Source: ANDA

#### **Potash Inventory**

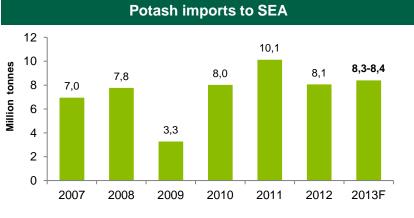


- High US planted corn acreage and very healthy farmer finances will be supportive to N.A potash demand in 2013. North American potash demand may increase above 9 Mtpa, compared to 8 Mtpa in 2012
- Brazil demonstrated the strongest import growth in 2012 (5% yoy). With soybean prices remaining at high levels and an expected record planting acreage in 2013, Brazil will likely see imports increase in 2013. Potash inventories are reported to be tighter by end Q1/13 compared to the end of 2012

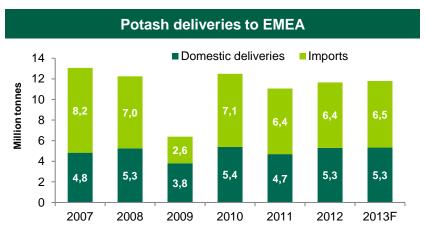
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### Market update: South East Asia and EMEA



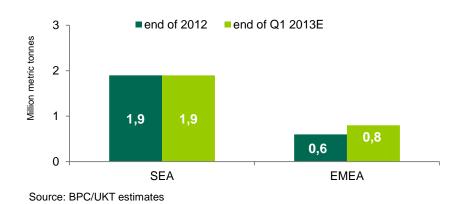


Source: IFA, Uralkali estimates



Source: IFA, Uralkali estimates





- Unfavourable weather in Western and Central Europe was delaying buying for spring application in March 2013
- EMEA demand is expected to stay close to the traditional volumes in 2013. Western Europe and FSU markets (in particularly, Russia, Ukraine and Belarus) are expected to demonstrate some increase
- With Chinese & Indian contracts now concluded buyers in SEA became more active. We expect demand to increase in most SEA markets in 2013
- Despite lower palm oil prices compared to 2012 level, farmers are still profitable

### **Potash Market Outlook**



- 2013 outlook for potash demand remains positive, supported by Ag commodity prices, high net farm income, and high planted corn (USA) and soybeans (Brazil) acreage
- We expect global deliveries to rebound to 53-54 MT in 2013, following contract settlements with India and China and destocking trends in key markets
- However, potential upside to global deliveries (above 54 MT level) is limited due to ongoing challenges in India
- Potash prices are estimated to be healthy in 2013

### 2012 Conclusion and 2013 Outlook



2012 Financial Highlights	<ul> <li>Net Revenue down 6% y-o-y to USD 3.34 billion</li> <li>EBITDA<sup>1</sup> down 5% y-o-y to USD 2.375 billion</li> <li>EBITDA<sup>2</sup> margin reached 71%</li> <li>Forecasted synergy achieved reaching c.USD 300 million</li> <li>Dividend payout ratio for 2011 and H1 2012 over 50%</li> </ul>
2012 Operational Highlights	<ul> <li>Production of 9.1 million tonnes of potassium chloride (KCI)</li> <li>Sales volumes of 9.4 million tonnes of KCI</li> <li>Average export price up 5% y-o-y to USD 370 per tonne of KCI</li> <li>Strategic capacity expansion on track, with Berezniki-4 project completed and development started at Ust-Yayvinsky mine</li> </ul>
Potash Market Update	<ul> <li>2013 outlook for potash demand remains positive, supported by commodity prices and high farmers income</li> <li>2013 global potash demand is expected to increase to 53-54 Mtpa</li> <li>Potash prices are estimated to be healthy in 2013</li> </ul>

### Focused on delivery of growth to drive shareholder value

Note:

2. EBITDA margin is calculated as EBITDA divided by Net revenue

<sup>1.</sup> EBITDA is calculated as Operating Profit plus depreciation and amortization and does not include mine flooding costs and other one-off expenses, without adjustment on income from reverse of reserve in amount of US\$54.7 mln



### Appendices



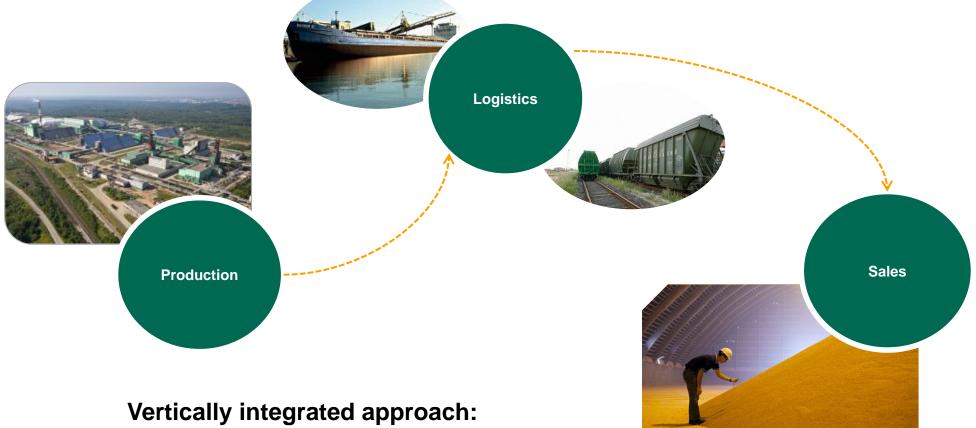


**Business Model** 

- **Financial Position**
- Shareholder Structure, Management Team and Governance
- **Potash Market Fundamentals**
- **Operating Process**
- **Awards and Achievements**

### **Vertically Integrated Business Model**





- Reduces supplier risks
- Enables to control and optimise all stages of production and sales

#### **Control Over Entire Value Chain - From Reserve Base to End Customer**

### **Vertically Integrated Business Model - Production**



#### Existing Assets - 5 MINES, 6 POTASH PLANTS, 2 GREENFIELD PROJECTS (Ust-Yayva and Polovodovo)





#### Berezniki-2

- Potash plant and mine
- Granular and standard potash

#### Berezniki-3

- Potash plant
- Granular, standard potash



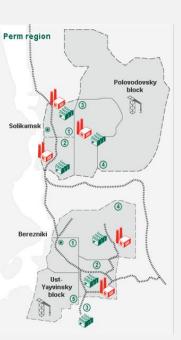
#### Berezniki-4

- Potash plant and mine
- Standard potash



#### **Ust-Yayvinsky Field**

- Resources: 1,3 bn tonnes<sup>1</sup>
- Capacity: + 2,8 mln tonnes KCI in launch year 2020



- MOP Plants (6)
- Potash Mines (5)
- Greenfield licenses (2)



#### Solikamsk-1

- Carnallite plant
- Potash plant and mine
- Standard potash



#### Solikamsk-2

- Potash plant and mine
- Granular and standard potash



#### Solikamsk-3

- Potash plant and mine
- Standard potash



#### **Polovodovsky Field**

- Resources: 3,1 bn tonnes<sup>1</sup>
- Capacity: + 2,5 mln tonnes KCI in launch year 2021

Production capacity as of January 2013: **13 min tonnes**  Employees in Uralkali main production unit: c. 12,500 employees



### **Vertically Integrated Business Model - Logistics**



#### COMPANY-OWNED RAILCARS



- One of the largest specialised railcar fleets in Russia
- Over 8,000 specialized railcars

#### BALTIC BULK TERMINAL (BBT)



- Leading Russian fertilizer transhipment terminal with capacity of 6.2 mt
- Represents the shortest transportation route from mines to port
- Uralkali's investment programme can be fully accommodated by BBT's existing capacity in the midterm

#### WAREHOUSES



- Optimal split between production and marine port terminal sites
- Storage capacity of 640,000 tonnes:
  - Berezniki and Solikamsk up to 400,000 tonnes
  - BBT up to 240,000 tonnes





**Business Model** 

**Financial Position** 

Shareholder Structure, Management Team and Governance

**Potash Market Fundamentals** 

**Operating Process** 

**Awards and Achievements** 

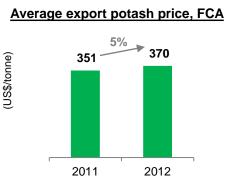
### Key Financial Highlights – FY 2012

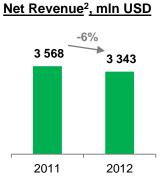


#### Key Figures

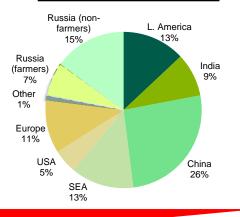
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#### Key Highlights<sup>1</sup>

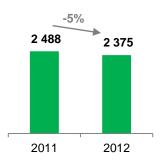




#### 2012 Uralkali Sales Structure



#### EBITDA<sup>3</sup>, mln USD



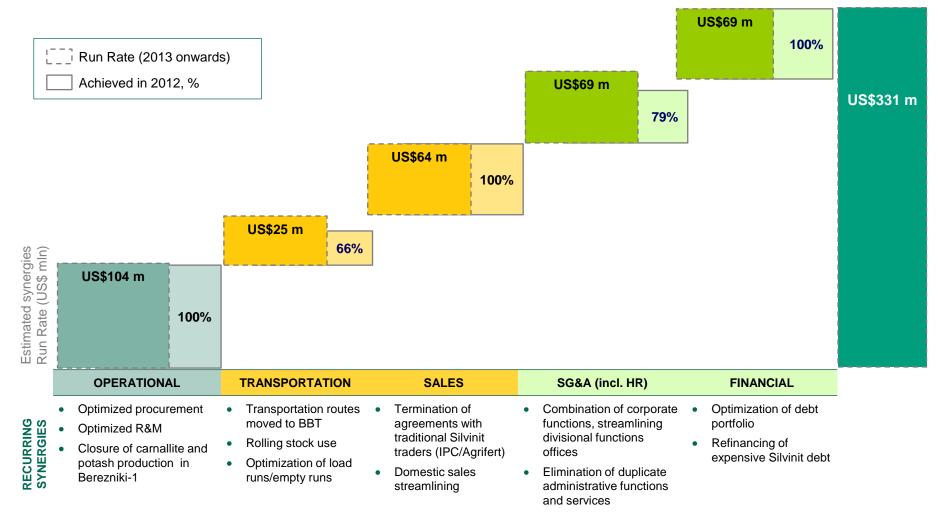
#### Solid results despite challenging market environment

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### **Extracting Value through Synergy Realisation**





Updated synergy effect estimates suggest annual synergies of c. US\$300m p.a. by 2013





**Business Model** 

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**Operating Process** 

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### **Diverse Public Ownership**



**Free-float 5** Non-related core 47.0% **Russian investors** Mr. S.Kerimov; <sup>1</sup> 17,2% Mr. A.Nesis; 5,1% Mr. Z.Mutsoev:<sup>1</sup> 6,4% Mr. A.Skurov 4,8% Mr. F.Galtchev: <sup>1</sup> 7.0% Wadge Holdings <sup>3</sup> Ltd; 12,5%

**Shareholder Structure** 

Source: Company data

Notes:

Data as of 1st April 2013

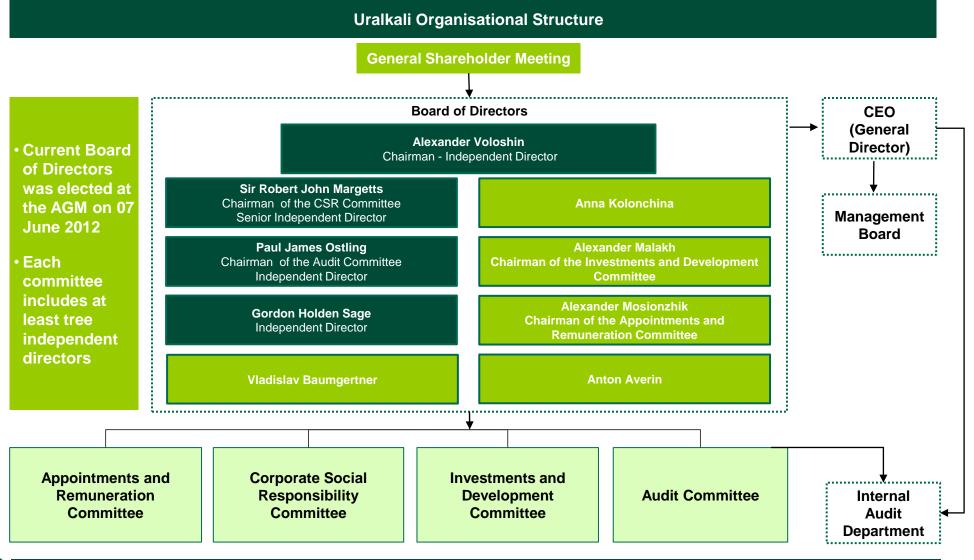
- 1. Includes shares transferred under repo agreement(s) with voting rights being retained by the seller.
- 2. Includes 2 per cent. of the shares of Uralkali which underlie bonds exchangeable into ordinary shares of Uralkali issued by Fenguard Ltd which are held by VTB Capital plc. The bonds were issued in 2012 and mature in 2014.
- Wadge Holdings Ltd is ultimately jointly controlled by Mr. Kerimov, Mr. Mutsoev, Mr. Skurov and Mr. Galtchev. Wadge Holdings Ltd is the issuer of bonds held by Chengdong Investment Corporation that are exchangeable into 12.5 per cent. of Uralkali's ordinary shares. The bonds were issued in 2012 and mature in 2014.

#### Shares and GDR's are traded on the London Stock Exchange, Moscow Exchange

- Total number of ordinary shares is 2,936,015,891 (equivalent of 587,203,178 GDRs)
- GDRs represent c.25% of Uralkali share capital as of February 4, 2013

### **Focus on Corporate Governance**





Uralkali is Committed to Continuous Improvement in its Leading Corporate Governance Practices

### **Highly Qualified Management Team**









**Business Model** 

**Financial Position** 

Shareholder Structure, Management Team and Governance

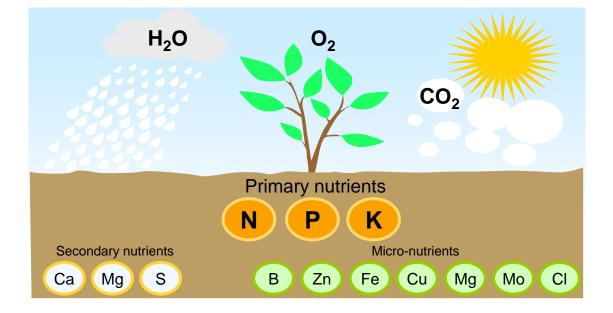
**Potash Market Fundamentals** 

**Operating Process** 

**Awards and Achievements** 

### **Potassium: One of the Three Primary Nutrients**





#### Nitrogen (N)

- Promotes protein formation
- Determines plant's growth, vigour, colour and yield

#### Phosphate (P)

- Plays a key role in adequate root development and photosynthesis process
- · Helps plant resist drought

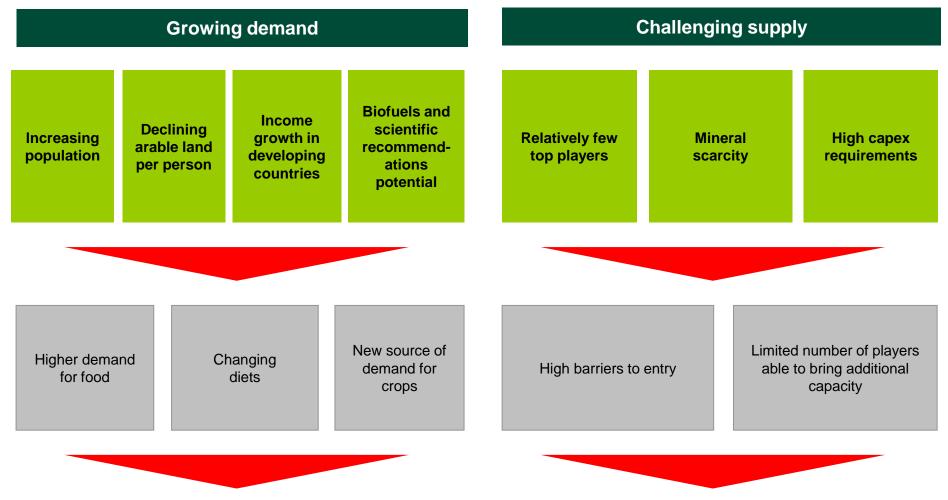
#### Potash (K)

Improves plant durability and resistance to drought, disease, weeds, parasites and cold weather

Each nutrient plays its own role, but <u>only together</u> they ensure a balanced nourishment and cannot replace each other

### **Strong Industry Fundamentals**





Growing demand and high supply visibility make potash a unique industry<sup>1</sup>

### Potash: Growth, Visibility, Stability



	Potash (K)	Phosphate (P)	Nitrogen (N)
Market size <sup>1</sup> (2012E Consumption)	33.7 million tonnes K <sub>2</sub> O (54.3 million tonnes KCI) <sup>2</sup>	41.1 million tonnes (P <sub>2</sub> O <sub>5</sub> )	107.5 million tonnes (N)
Geographic availability	Very limited	Limited	Readily available
Industry members	Small number of leading players	Several leading players	Large number of players
Profitability	High	Low/Medium	Low/Medium
Estimated cost of greenfield Capacity <sup>3</sup>	US\$4.1bn for 2 mln tonnes (KCI)	US\$1.6bn for 1 mln tonnes $(P_2O_5)$	US\$1.7bn for 1 mln tonnes (NH3)
Estimated greenfield development time	min 7 years	~3-4 years	min 3 years

#### Potash represents the strongest investment story across the fertilizer industry

Source: Fertecon, IFA, PotashCorp Notes:

- 1. Including fertilizer consumption
- 2. 1t KCl contains 62% K2O (nutrient)
- 3. Excluding infrastructure

### **Mineral Scarcity**



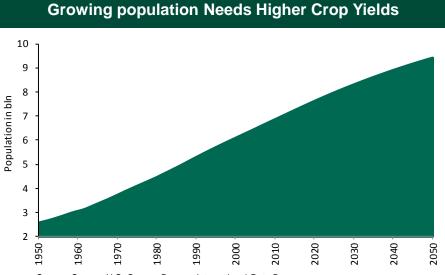
#### Proven reserves of potash are largely concentrated in Canada and Russia



Limited access to resources, few high quality large scale ore deposits

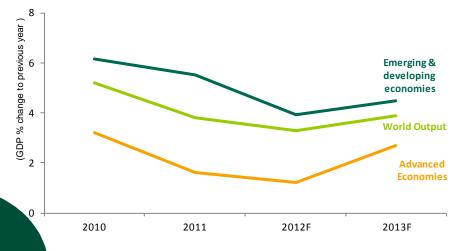
### **Higher Yields Required to Feed Rising Population**



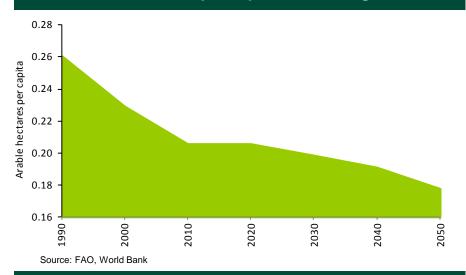


Source: Source: U.S. Census Bureau, International Data Base,

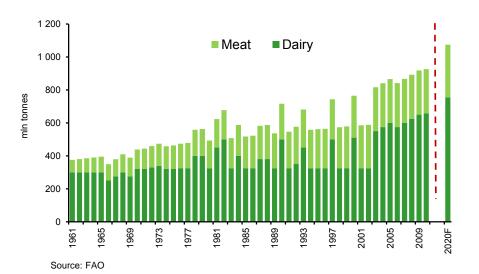
**Global Economic recovery set to continue** 



Arable land per capita is shrinking



Food consumption is increasing

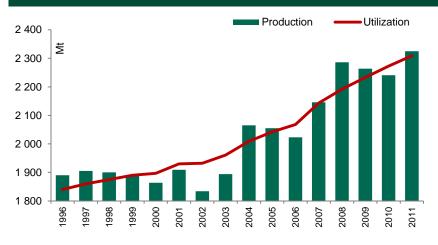


Source: IMF, World Economic Outlook projections

### **Changing Diets Drive Demand for Grain**

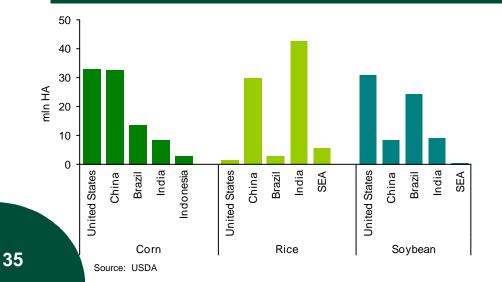


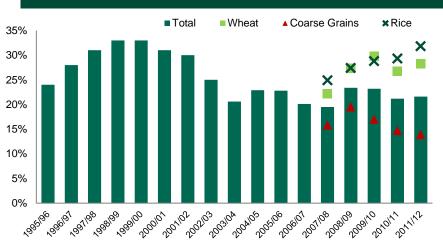
World Cereal Production and Utilization



Source: FAO

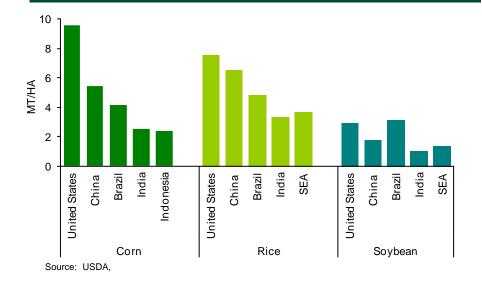
Developing countries have a big portion of total crop acreage





Source: IFA, FAO, USDA

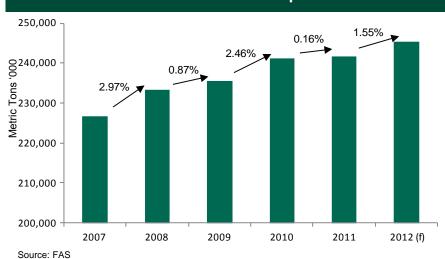
...though have lower yields compared to developed agricultures



World Cereal Stock-to-Use Ratio

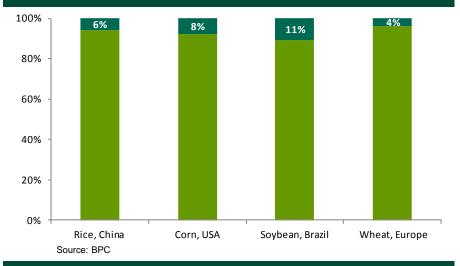
# Changing Diets Driven by Growing Income in Developing Countries



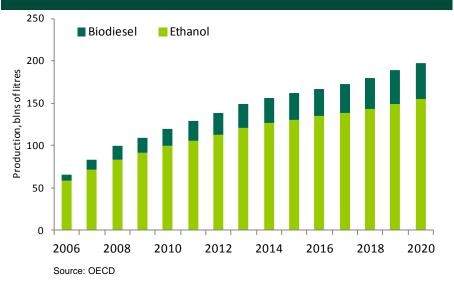


World Meat Consumption

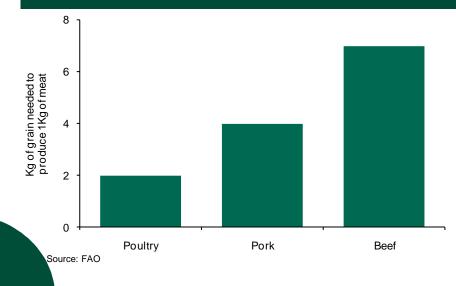
Share of Potash in Total Farmer's Costs (%)



Global Biofuel Production



**Grain Consumption vs. Meat Production** 







**Business Model** 

**Financial Position** 

Shareholder Structure, Management Team and Governance

**Potash Market Fundamentals** 

**Operating Process** 

**Awards and Achievements** 

### **Production Flow**



#### 1. Mining

3. Chemical Enrichment



- One extraction takes place underground at an approximate depth of 400 metres
- Specialized mining combines drill for potash underground, then the extracted one is moved by conveyor belts to the shafts and lifted to the surface

#### 2.Crushing



In the crushing section of the flotation plant rod mills and screens break ore into smaller particles of the size required for further enrichment





- The **Halurgic method** is based on the varying joint solubility of KCI and NaCI in water at different temperatures
- KCI crystallises out of saturated solution when it cools down
- Produce potash fertilisers which contain up to 98% of the useful component

#### Standard Product

#### White Potash (MOP)

Applied directly to the soil for producing compound NPK fertilisers, and for other industrial needs Uralkali supply this mainly to China, Russia and Europe

#### Applied directly to the soil Produced through the flotation method Uralkali supply this

primarily to India and Southeast Asia

Pink Potash (MOP)



- Partly purified potash ore is placed in the flotation machine, bubbles stick to potassium chloride particles and push them to the mixture surface for subsequent separation
- Produce potash fertilisers for agriculture which contain up to 96% of the useful component

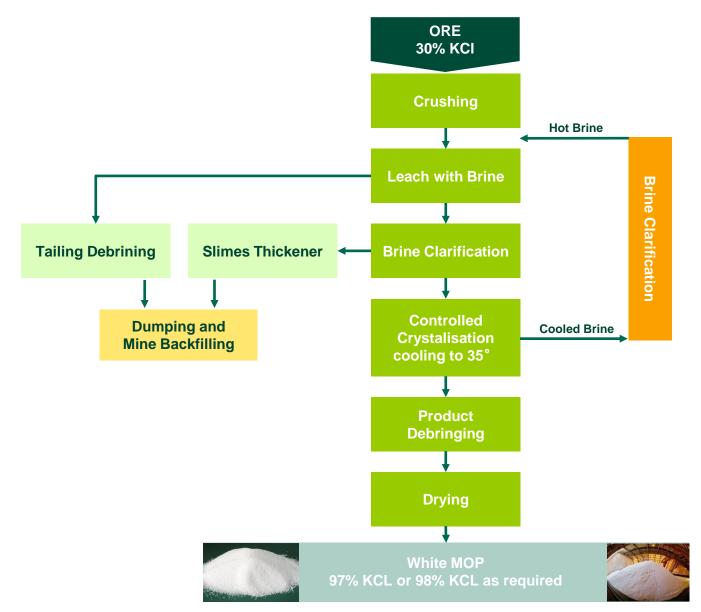
#### Compacting

#### **Granular potash**

- Premium product bought mainly in countries using advanced soil fertilisation methods
- Uralkali export granular principally to Brazil, the USA and China, where it is applied directly to the soil or blended with nitrogen and phosphate fertilisers

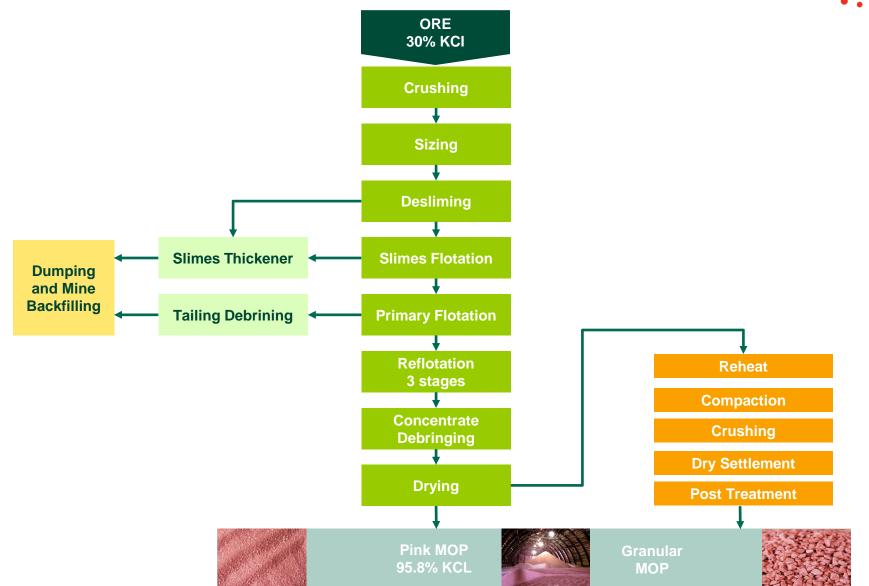
### **Chemical Enrichment**





### **Flotation**









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### Awards and Achievements







### Thank you!

### For more information please contact Investor Relations Department:

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